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Tom Saurey

*Founder
Tuff Shed*

Building on a reputation

When you think of Tuff Shed, many people remember the creative commercials of sheds being blown up, motorcycles and trucks riding on the roofs of sheds and an old man living in one in the Colorado Rocky Mountains.

However successful the commercials may have been for Tuff Shed, founder Tom Saurey gives the people around him all the credit.

"Our biggest success is our people. They get out and make it happen," Saurey said. "I can't say it enough that it's the people that make Tuff Shed work. Our people here, I'm very proud of. They're the ones that should be recognized, not me."

Saurey built his first shed in Rexburg, Idaho, almost 23 years ago. He started Tuff Shed shortly thereafter, but didn't see huge growth until he moved the company to Denver in 1991. Since his arrival, he's been able to open five stores in Colorado and stores in 13 other states.

Two years ago Tuff Shed acquired competitor Wood Master Inc. which had a supplier agreement with Home Depot. Tuff Shed took over the agreement and now sells two lines of sheds through Home Depot. The company has become the largest furnish-and-install shed supplier for Home Depot.

Tuff Shed continues to grow, and Saurey hopes the company will be national in the next couple of years. Tuff Shed opened seven new locations in the last two years and has already opened three new locations in 2004.

"I think we're very fortunate to be in an industry where people are putting more money into their home than other things," Saurey said. "Like Home Depot, their sales have been growing every month every year. So I think we're in on the home-improvement side where there hasn't been a slowdown."



Saurey

- QUIBIAN SALAZAR-MORENO